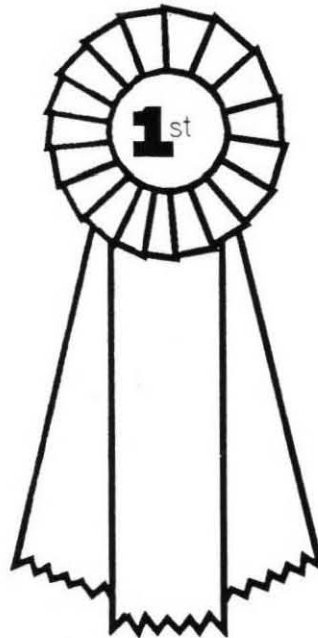


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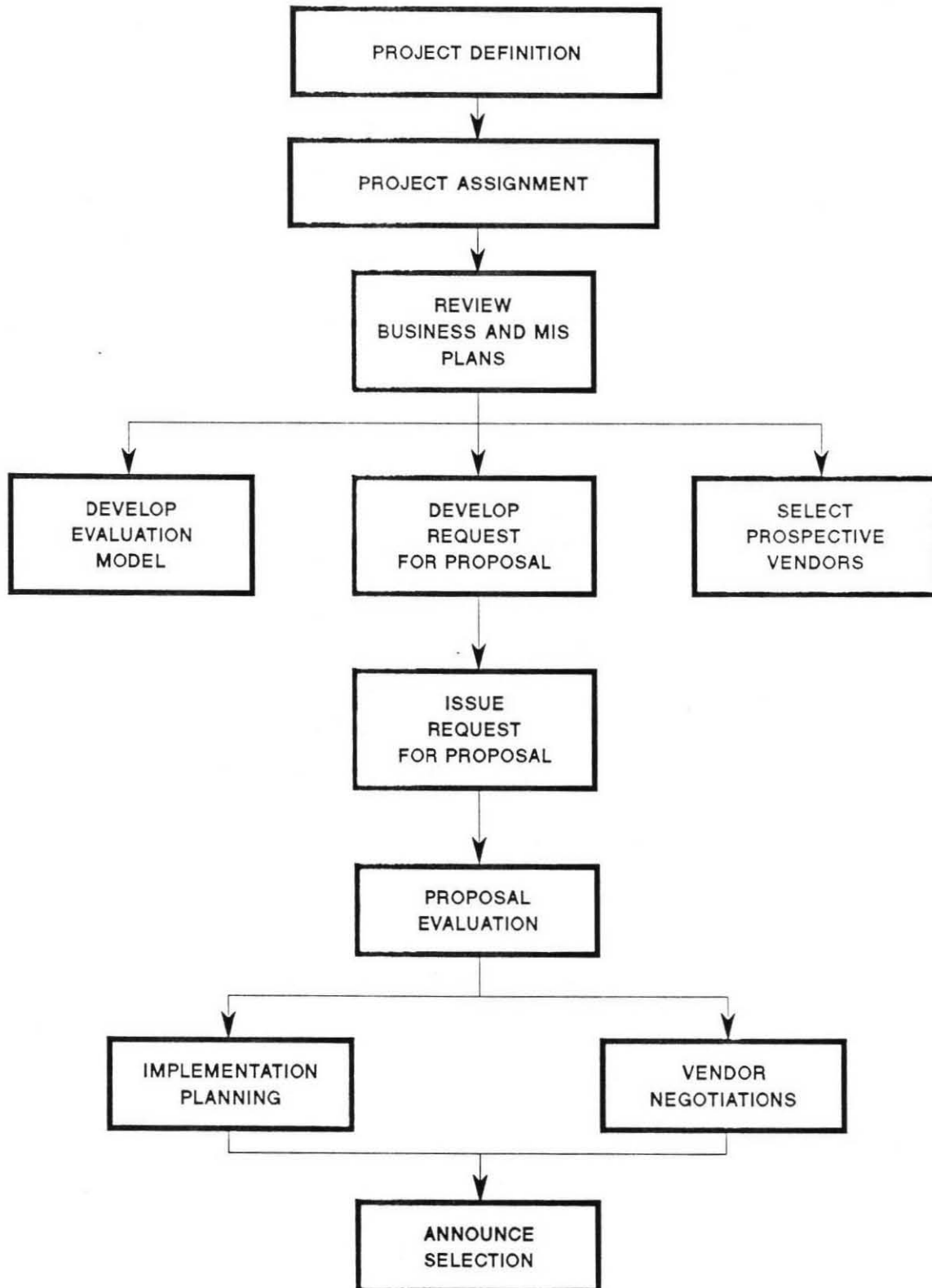
INFORMATION SYSTEMS

HOW TO PICK A WINNER !

Presented By Gary Allison



SELECTION PROCESS

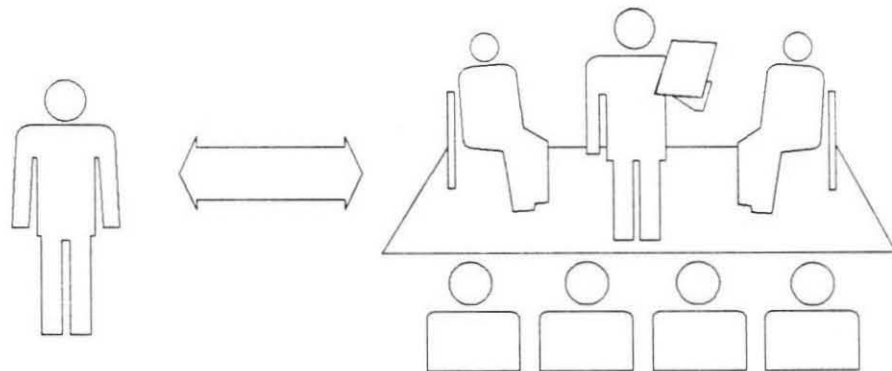


I. PROJECT DEFINITION

- A. Goals
- B. Objectives
- C. Scope
- D. Time Schedule

II. PROJECT ASSIGNMENT

- A. Individual or Team
- B. Employee and/or Consultant
- C. Data Processing/User/Other



III. REVIEW BUSINESS AND MIS PLANS

A. Business Plan

- . Revenue Growth
- . Geographic Expansion
- . Diversification
- . Regulatory Changes

B. MIS Plan

- . Architectural Plans
- . Other System Requirements
- . Staffing Plans

IV. DEVELOP REQUEST FOR PROPOSAL (RFP)

- A. Identify The Detailed Requirements Of The System
 - . Current Environment
 - . Functional Requirements
 - . Hardware Requirements
 - . Operational Requirements
 - . Volumes/Frequencies
 - . Implementation Strategies

IV. DEVELOP RFP (continued)

B. Prepare RFP Contents

- . Background
- . Present/Proposed Environment
- . Application Requirements
- . Proposal Conditions and Requirements
- . Exhibits
 - .. Application Software Summary
 - .. Equipment Configuration
 - .. Cost Information
 - .. Maintenance and Support Capabilities
 - .. Proposal Evaluation Criteria
 - .. Calendar of Events
 - .. Transaction Volume Projection
 - .. Contract Provisions
- . Specific Contracts/Forms

V. DEVELOP EVALUATION MODEL

Requirement	Weight	Alternative #1	Alternative #2	Alternative #3
Features	10	5/50	10/100	9/90
1.		.	.	.
2.		.	.	.
3.		.	.	.
Performance	8			
Documentation	2			
Ease of Installation/ Modification	7			
Vendor Reliability	9			
Hardware	3			
Maintenance	5			
Communications	4			
Cost	6			
Other	1			
TOTALS	123	1027	1543	1211

VI. SELECT PROSPECTIVE VENDORS

- A. Bidding Lists
- B. Newspaper
- C. Professional Contacts
- D. Literature Research
- E. Professional Publications

DEC

DATA PRO

NCR

IBM

HEWLETT PACKARD

TANDEM

VII. ISSUE REQUEST FOR PROPOSAL

- A. Vendors Pre-Bid Conference
- B. Questions/Answers



VIII. PROPOSAL EVALUATION

- A. Requirements
- B. Cost
- C. References
- D. Live Demonstration

VIII. PROPOSAL EVALUATION

A. Requirements

- . Evaluate Vendor Responses
Per Criteria Developed in V.
- . Scoring Is A Technique For
Evaluation And Should Not Be
Relied On Exclusively In The
Evaluation

VIII. PROPOSAL EVALUATION

B. Cost

- . Hardware
 - .. Original
 - .. Add-Ons
- . Software
- . Maintenance
 - .. Software
 - .. Hardware
- . Enhancements
- . Operational
 - .. User Personnel
 - .. Data Processing Personnel
- . Implementation Support
- . Training
 - .. Personnel
 - .. Travel
 - .. Phone

VIII. PROPOSAL EVALUATION

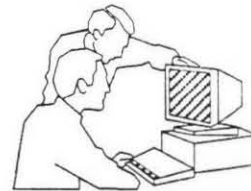
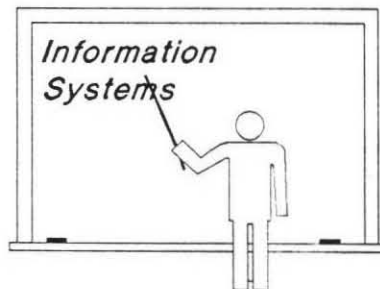
C. References

- . Recent Installations Of
Similar Size
 - .. Implementation Support
 - .. Ongoing Support
 - .. System Modifications
- . Installations Over 3 Years
 - .. Implementation Support
 - .. Ongoing Support
 - .. System Modifications
- . Financial Stability
- . Location

VIII. PROPOSAL EVALUATION

D. Live Demonstration

- . Identify Concerns To Vendor Prior To Demonstration
- . Limit To 2-3 Vendors
- . Limit Each Vendor to 2-4 Hours
- . Format
 - .. Verbal Presentation By Vendor (Response to Concerns)
 - .. Hands-On Demonstration By Vendor
 - .. Questions/Answers



IX. IMPLEMENTATION PLANNING

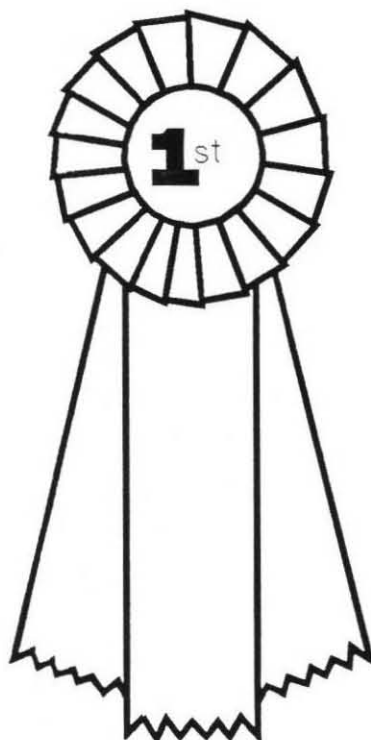
- A. Hardware Installation
- B. Sequence of Applications
- C. Data Conversion
- D. Personnel

TASK	ASSIGNED TO	1989	COMMENTS
		J F M	
1.		_____	
2.		_____	
3.		_____	
4.		_____	

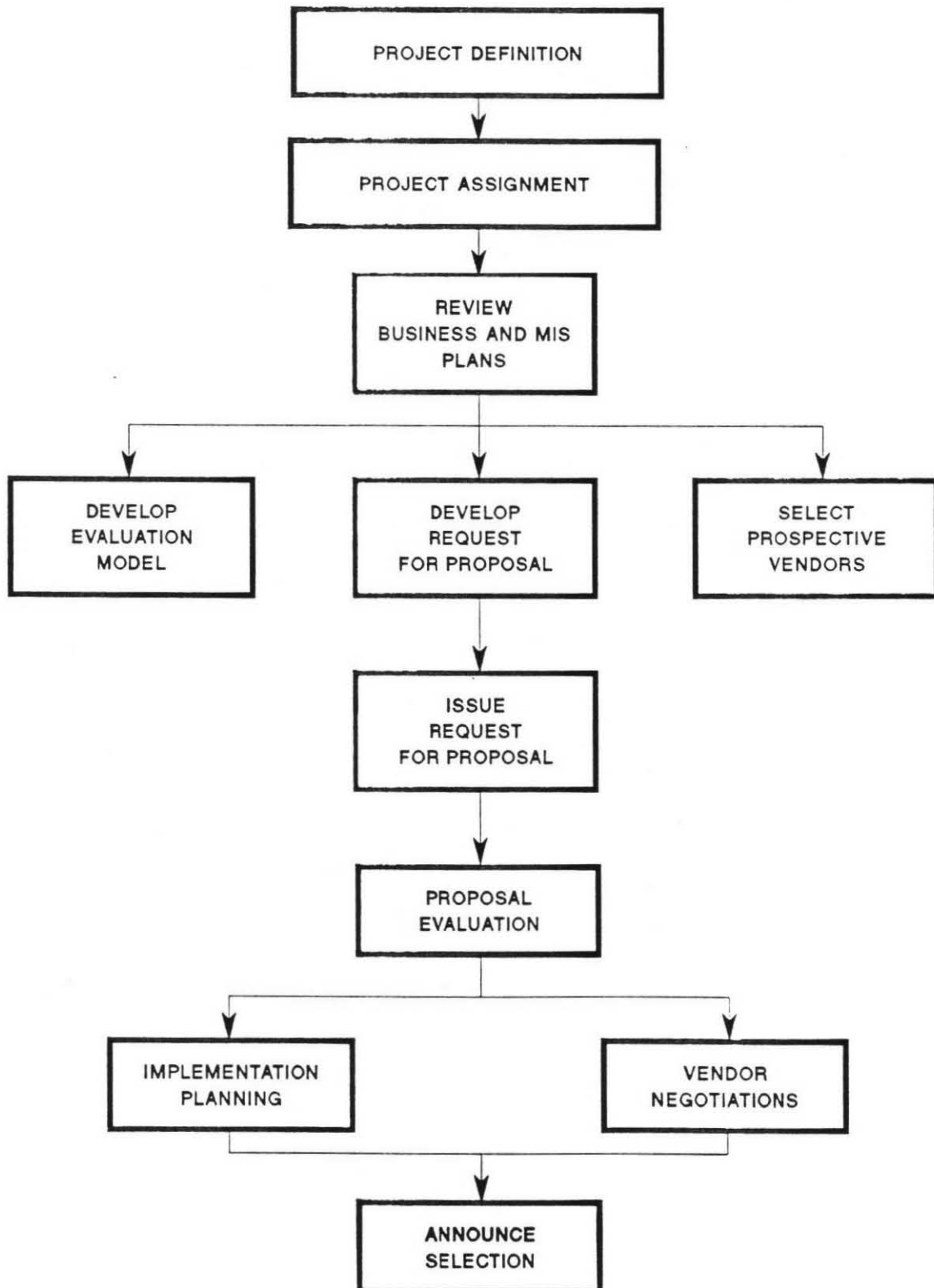
X. VENDOR NEGOTIATIONS

- A. Development Of Preliminary Implementation Plan
- B. Identification Of Preliminary Implementation Team
- C. Identification and Prioritization Of Key Issues
- D. Development of Special Clauses
- E. Test/Acceptance Criteria

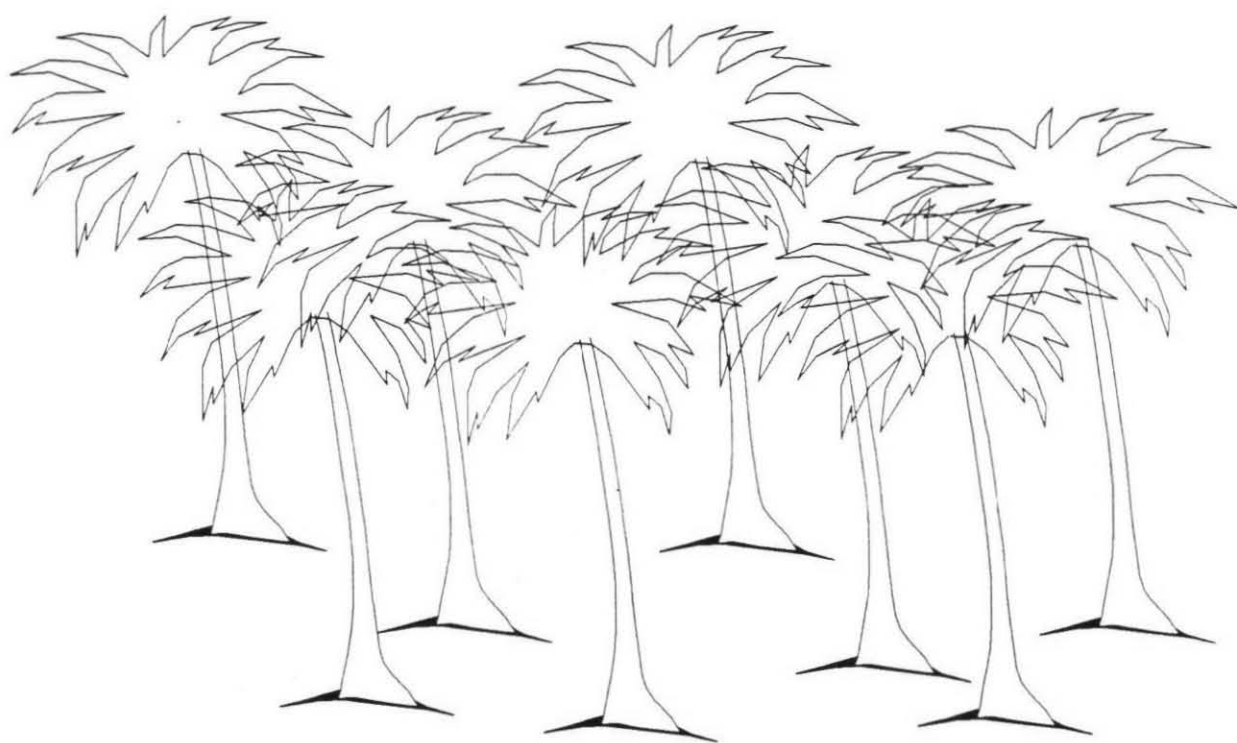
XI. ANNOUNCE SELECTION



SELECTION PROCESS



M A H A L O



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